

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of December 31, 2003¹

TOTAL MEMBERSHIP BY COUNTY

HMO Members By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	350	71	508	0	3,293	123	1,213	390	4,275	0	1,605	702	1,405	1,896	15,831
CIGNA HealthCare of Massachusetts, Inc.	389	80	895	1	1,702	221	1,898	504	3,730	0	1,238	984	640	20,244	32,526
ConnectiCare of Massachusetts, Inc.	4	22	1	0	2	200	6,750	1,564	1	0	0	0	0	75	8,619
Fallon Community Health Plan, Inc.	148	33	938	6	5,202	1,152	968	245	16,840	0	2,791	933	812	148,477	178,545
Great-West Healthcare of Massachusetts, Inc. ²	8	0	9	0	33	0	5	2	111	0	15	10	18	72	283
Harvard Pilgrim Health Care, Inc.	24,895	965	42,624	3,353	55,290	881	2,958	1,631	157,104	24	86,471	55,353	72,954	41,831	546,334
Health New England, Inc.	2	10,001	2	1	1	6,047	32,707	13,958	9	0	0	0	3	323	63,054
HMO Blue ³	30,502	20,682	63,587	343	103,409	11,157	51,529	18,961	191,186	677	88,790	66,972	48,528	76,286	772,609
Neighborhood Health Plan, Inc.	158	405	5,889	4	23,083	151	2,371	105	17,595	0	9,271	6,842	44,425	6,137	116,436
Tufts Associated HMO, Inc. ⁴	12,149	2,387	29,710	0	68,961	4,723	19,091	8,089	159,877	1	61,626	44,273	37,471	60,933	509,291
UnitedHealthcare of New England, Inc.	844	2	17,851	9	208	0	35	10	365	1	933	1,413	111	1,130	22,912
Total HMO Members	69,449	34,648	162,014	3,717	261,184	24,655	119,525	45,459	551,093	703	252,740	177,482	206,367	357,404	2,266,440
2002 Massachusetts Population ⁵	228,577	133,462	543,434	15,431	735,606	71,721	459,116	153,399	1,474,160	10,416	656,486	485,747	689,925	770,321	6,427,801
Market Penetration Rate ⁶	30.38%	25.96%	29.81%	24.09%	35.51%	34.38%	26.03%	29.63%	37.38%	6.75%	38.50%	36.54%	29.91%	46.40%	35.26%

¹ Information reported by HMOs as of the end of the fourth quarter of 2003, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 1.1" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Some reports filed by HMOs prior to the first quarter of 1997 included members for whom the HMO did not bear any financial risk, and those reports would, therefore, not be comparable to the information shown in this table.

² One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

³ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁴ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.

⁵ 2002 Population Source: Table CO-EST2002-02-25 - Massachusetts County Population Estimates and Population Change: July 1, 2001 to July 1, 2002. Source: Population Division, U.S. Census Bureau. Release Date: April 17, 2003

⁶ Total HMO members in each county divided by the 2002 population in each county.